



ST. ALOYSIUS COLLEGE(AUTONOMOUS), JABALPUR

Reaccredited 'A+' Grade by NAAC(CGPA:3.68/4.00)

College with Potential for Excellence by UGC

DST-FIST Supported & STAR College Scheme by DBT

B.com Honours

Core I (6)	Core II (6)	DSE 1 (4)	DSE 2 (4)	Research Methodology (4)	Internship (12)	Dissertation (4)
<i>Cost Analysis and Control</i>	<i>Advance Statistical Analysis</i>	<i>Organizational Behavior</i>	<i>Functional Management</i>	<i>Research Methodology</i>	<i>Internship/ Apprenticeship or Research Project (6 credits)</i>	
					<i>Internship/ Apprenticeship or Research Project (6 credits)</i>	

B.com Honours with Research

Core I (6)	Core II (6)	DSE 1 (4)	DSE 2 (4)	Research Methodology (4)	Subject Specific (4)	Internship (12)
<i>Cost Analysis and Control</i>	<i>Advance Statistical Analysis</i>	<i>Organizational Behavior</i>	<i>Functional Management</i>	<i>Research Methodology</i>		<i>Research Project/Undergraduate Thesis (6 credits)</i>
						<i>Research Project/Undergraduate Thesis (6 credits)</i>



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B.com Honours

Session – 2024 - 2025

SUBJECT: COMMERCE

B.com- IV year

Paper-Major

Cost Analysis and Control Major

CO. No.	Course Outcomes	Cognitive Level
	After completing of this course; the student will be able to -	
Co1	To understand various cost concepts and elements of cost essential for reducing and controlling overall Cost, Inventory Control, and Overheads Accounting	U,A
CO 2	To understand the determination cost of product/service	U
CO 3	To understand the learning about fixed and variable cost and its impact on profit as well as decision-making	U, Analyze
CO 4	To understand the types and preparation of budget	U
Co5	To understand the various standards cost of materials, labor and overheads	U

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	6	30	70	100
Total	6	100		

Evaluation Scheme

	Marks	
	Internal	External
Theory	4 Internal Exams of 30 Marks (During the year) (Best 3 will be taken)	1 External Exams (At the End of the year)



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Content of the Course

Theory

No. of Lectures (in hours per week): 9 Hrs. per week

Total No. of Lectures: 90 Hrs.

Maximum Marks: 60

Units	Topics	No. of Lectures
I	Various cost concepts, Cost center and cost unit, Methods and techniques of Costing, Installation of Costing system, Methods of inventory control, Overheads Accounting	18
इकाई 1	विभिन्न लागत अवधारणाएं, लागत केंद्र एवं ईकाई लागत, ईकाई की पद्धतियां एवं तकनीक, लागत पद्धति की स्थापना, सामग्री नियंत्रण की विधियां, उपरिव्यय लेखांकन।	
Unit 2	Process Accounting Joint product and By-product, Equivalent Production and Inter-Process Profit, Operating Cost	18
इका	प्रक्रिया लेखांकन, संयुक्त उत्पाद एवं उपोत्पात, समोत्पादन एवं अंतः प्रक्रिया लाभ परिचालन लागत	
Unit 3	Marginal Costing: Concepts, Break Even Analysis, Uniform costing and inter-firm comparison, Use of Managerial Costing in business decision	18
इकाई 3	सीमांत लागत : अवधारणा, सम विच्छेद विश्लेषण, एकीकृत लागत, एवं अंतः फर्म तुलना, व्यावसायिक निर्दयन में प्रबंधकीय लागत का प्रयोग	
Unit 4	Standard Costing and Variance Analysis, Budgetary Control: Basic Concepts. Preparation of functional budget:	18
इकाई 4	मानक लागत एवं विचरण विश्लेषण बजटरी नियंत्रण : मूल अवधारणाएं, क्रियात्मक बजट की तैयारी,	
Unit 5	Differential cost and control: concept of differential cost, decision making, and different cost, Cost Audit: Objectives and Advantages	18
इकाई 5	विभेदात्मक लागत और नियंत्रण: विभेदात्मक लागत की अवधारणा, निर्णय लेना और विभिन्न लागत, लागत अंकेक्षण: उद्देश्य एवं लाभा	



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References

Text Books:

- “Cost Accounting: Theory and Practice” by Banerjee,,PHI

Reference Books:

- “Cost Accounting” by Dr Sanjay Mehta / Pro. Mukesh Bramhabhdatta ,Devi Ahilya Prakashan
- “Cost Accounting” by Dr. S.P Gupta And Dr. K.L Gupta ,Sahitya Bhawan Publications
- “Cost Accounting” by Jawaharlal,McGraw Hill Education.
- Advanced Cost Accounting by Jain and Narang,Kalyani Publishers.

1. **Web Links:** <https://www.icsi.edu/media/website/CostAndManagementAccounting.pdf>
2. <https://www.slideshare.net/ramusakha/cost-analysis-and-control>
3. <https://mu.ac.in/wp-content/uploads/2022/06/Advanced-Cost-Accounting.pdf>
4. <https://mu.ac.in/wp-content/uploads/2021/03/M.Com-Cost-Management-Accounting.pdf>
5. https://oms.bdu.ac.in/ec/admin/contents/387_P16MC42_2020051812424179.pdf
6. <https://hpuniv.ac.in/hpuniv/upload/uploadfiles/files/32.pdf>
7. https://www.portcity.edu.bd/files/636444804364870777_CostManagementAccounting&Control.pdf

<https://mdu.ac.in/UpFiles/UpPdfFiles/2020/Jan/Advanced%20Cost%20Accounting-Final.pdf>



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Session – 2024 - 2025

SUBJECT: COMMERCE

B.com- IV year

Paper-Major

ADVANCE STATICAL ANALYSIS

CO. No.	Course Outcomes	Cognitive Level
	After completing of this course ; the student will be able to -	U, A
Co1	To develop an understanding of the theory of probability, rules of probability and probability distributions.	K
CO 2	To comprehend the decision-making process under uncertainty using statistical tools.	U
CO 3	To become aware of the concepts in sampling, sampling distributions and estimation.	U, Analyze
CO 4	To understand the meaning and process of hypothesis testing including one-sample and two-sample tests.	U
Co5	To appreciate the importance and application of non-parametric tests in hypothesis testing	An
Co6	To apply correlation and regression analysis including both simple and multiple correlation and regression in real-life case situations using available software packages.	Ap

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	6	30	70	100
Total	6		100	

Evaluation Scheme

	Marks	
	Internal	External
Theory	4 Internal Exams of 30 Marks (During the year) (Best 3 will be taken)	1 External Exams (At the End of the year)



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Content of the Course

Theory

No. of Lectures (in hours per week): 9 Hrs. per week

Total No. of Lectures: 90 Hrs.

Maximum Marks: 60

Units	Topics	No. of Lectures
Unit 1	Theory of Probability and Probability Distributions: Approaches to calculation of probability. Marginal, joint and conditional probabilities; Probability rules; Bayes' theorem; Expected value and standard deviation of a probability distribution; Standard probability distributions - Binomial, Poisson, and Normal.	18
इकाई 1	संभाव्यता का सिद्धांत और संभाव्यता वितरण: संभाव्यता की गणना के दृष्टिकोण। सीमांत, संयुक्त और सशर्त संभावनाएँ; संभाव्यता नियम; बेयस प्रमेय; संभाव्यता वितरण का अपेक्षित मान और मानक विचलन; मानक संभाव्यता वितरण - द्विपद, पॉइसन और सामान्य	
Unit 2	Statistical Decision Theory: Decision-making process. Payoff and Regret tables. Decision rules under risk and uncertainty; Expected value approach and EVPI; Marginal analysis; Decision-tree analysis	18
इकाई 2	निर्णय-वृक्ष विश्लेषण। सांख्यिकीय निर्णय सिद्धांत: निर्णय लेने की प्रक्रिया। भुगतान और पछतावा तालिकाएँ। जोखिम और अनिश्चितता के तहत निर्णय नियम; अपेक्षित मूल्य दृष्टिकोण और EVPI; सीमांत विश्लेषण	
Unit 3	Sampling Distributions and Estimation: Sampling concepts; Types of sampling techniques; Sampling distribution of means and proportions; Central Limit Theorem. Point and interval estimation; Properties of a good estimator; Confidence intervals for	18
इकाई 3	नमूना वितरण और अनुमान: नमूना अवधारणाएँ, नमूना तकनीक के प्रकार; माध्य और अनुपात का नमूना वितरण; केंद्रीय सीमा प्रमेय। बिंदु और अंतराल अनुमान; एक अच्छे अनुमानक के गुण; माध्य के लिए विश्वास अंतराल; अनुपात के लिए विश्वास अंतराल; नमूना आकार निर्धारण	



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Unit 4	Hypothesis Testing: Steps of hypothesis testing. One and two-tailed tests. Type I and type II Errors; Power of a test; Calculation and use of p-value. One Sample Tests: Means and proportions. <i>Two-sample Tests:</i> Tests for difference between means independent samples; Small samples; Dependent samples: Testing of difference	18
इकाई 4	परिकल्पना परीक्षण: परिकल्पना परीक्षण के चरण। एक और दो-पूछ वाले परीक्षण। टाइप-I और टाइप-II। त्रुटियाँ; परीक्षण की शक्ति; पी-मान की गणना और उपयोग। एक नमूना परीक्षण: माध्य और अनुपातादो-नमूना परीक्षण: माध्य के बीच अंतर के लिए परीक्षण - स्वतंत्र नमूने; छोटे नमूने; आश्रित नमूने; अनुपातों के बीच अंतर का परीक्षण।	
Unit 5	Analysis of Variance and Non-Parametric Tests: F-test of equality of variances; One-factor ANOVA; Chi-square test for Independence and for Goodness-of-fit. Sign test, One-sample runs test	18
इकाई 5	विचरण और गैर-पैरामीट्रिक परीक्षणों का विश्लेषण: विचरण की समानता का एफ-परीक्षण; एक-कारक एनोवा; स्वतंत्रता और गुडनेस ऑफ फिट के लिए कार्ई-स्क्वायर परीक्षण। साइन टेस्ट, वन-सैंपल रन टेस्ट।	

References

Text Books:

- Statistical Methods, by SP Gupta, Sultan Chand & sons

Reference Books:

- Business Statistics, by Gupta & Gupta, Himalaya Publication House
- Advanced statistical Analysis, by Dr. Agrawal, Ramesh book depot





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Session – 2024 – 2025

SUBJECT: COMMERCE

B.COM - IV YEAR

Paper- Discipline-Specific Elective I

Organizational Behavior

CO. No.	Course Outcomes	Cognitive Level
	After completing of this course ; the student will be able to -	
CO1	To know the concept of organizational behavior and understand the role of managers.	U
CO2	Applying group dynamics and leadership qualities in an organization.	AP
CO3	Analyzing best management practices around the world.	AN
CO4	Evaluating emerging trends in corporate structure, strategy and culture.	EV
CO 5	To create perception and motivation for employees in an organization.	U
CO6	To analyze and compare different models used to explain individual behavior.	AN
CO7	Identifying the processes used in developing communication and resolving conflicts.	EV
CO8	Explaining group dynamics and demonstrating the skills needed to work in groups (team building).	U
CO9	To identify different leadership styles and the roles of leaders in the decision making process.	EV

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	4	30	70	100
Total	4	100		

Evaluation Scheme



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	Marks	
	Internal	External
Theory	4 Internal Exams of 30 Marks (During the year) (Best 3 will be taken)	1 External Exams (At the End of the year)

Content of the Course

Theory

No. of Lectures (in hours per week): 6 Hrs. per week

Total No. of Lectures: 60 Hrs.

Maximum Marks: 70

Units	Topics	No. of Lectures
Unit 1	Organization: Meaning, nature, Organization and the Environmental factors. Organization structure and Design- Authority and Responsibility Relationships, Delegation of Authority and Decentralization, Interdepartmental Coordination, Emerging trends in Corporate structure.	15
इकाई 1	संगठन: अर्थ, प्रकृति, संगठन और पर्यावरणीय कारक संगठन संरचना और डिज़ाइन प्राधिकरण और उत्तरदायित्व संबंध - प्राधिकरण का प्रत्यायोजन और विकेंद्रीकरण -	
Unit 2	Organizational Behavior: Organizational Behavior -Concept and Significance; Organizational Behavior in Indian philosophy, Emergence and ethical perspective, Attitudes, Perception, Learning, Personality.	15
इकाई 2	संगठनात्मक व्यवहार: संगठनात्मक व्यवहार-संकल्पना और महत्व; भारतीय दर्शन में संगठनात्मक व्यवहार, उद्भव और नैतिक परिप्रेक्ष्य, दृष्टिकोण, धारणा, सीखना; व्यक्तित्व।	



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Unit 3	Group Behavior: Groups in organizations, Influence, Group dynamics, Team Building- Interpersonal relations, Group decision making techniques, Sources of power-Power centers- Power and Politics. Communication: transactional analysis in communication skills.	10
इकाई 3	समूह व्यवहार: संगठनों में समूह, प्रभाव, समूह की गतिशीलता, टीम निर्माण- पारस्परिक संबंध, समूह निर्णय लेने की तकनीक, शक्ति के स्रोत शक्ति केंद्र - शक्ति और राजनीति। संचार: संचार कौशल में अंतर व्यवहार विश्लेषण।	
Unit 4	Organizational Conflict: Dynamics and management, sources, patterns, levels and types of conflict: Traditional and modern approaches to conflict. Functional and dysfunctional conflicts: Resolution of conflict.	10
इकाई 4	संगठनात्मक संघर्ष: गतिशीलता और प्रबंधन, स्रोत, पैटर्न स्तर और संघर्ष के प्रकार: संघर्ष के लिए पारंपरिक और आधुनिक दृष्टिकोण कार्यात्मक और निष्क्रिय संगठनात्मक संघर्ष: संघर्ष का समाधान।	
Unit 5	Organizational Culture and work stress: Meaning, Definition and role of organizational culture, cultural dimension, culture on organizational effectiveness, concept of stress, sources of stress, stress consequences, Remedial measures of work stress.	10
इकाई 5	संगठनात्मक संस्कृति और कार्य तनाव: संगठनात्मक संस्कृति का अर्थ, परिभाषा और भूमिका, सांस्कृतिक आयाम, संगठनात्मक प्रभावशीलता पर संस्कृति, तनाव की अवधारणा, तनाव के स्रोत, तनाव के परिणाम, कार्य तनाव के उपचारात्मक उपाय।	

Text Book:

- Organizational Behavior by Aswathappa. K, Himalaya publication house, Nagpur.
- Organizational Behavior by Stephen P.Robbins, Judge , Publication Pearson
- Organizational Behavior by V.G. Kundalkar, New Age Publishers
- Organizational Behavior by Amandeep & Rao, Sultan Chand & Sons
- Organizational Behavior by M. N. Mishra, Vikas Publishing House



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- Organizational Behavior by Dr. Yogita Gupta, Dr. Veto Dey, Walnut Publication
- Management and Organizational Behavior by Dr. S.C. Saksena, Dr. Gaurav Sankalp, MC Graw Hill

Web links:

1. <https://highereducation.mp.gov.in/?page=PksmdiOxN60x1PVLqTx74w%3D%3D&orgid=109>
2. <https://vou.ac.in/slm/bba/BBA-204-Organizational%20Behavior BBA.pdf>
3. <https://2012books.jardbucket.org/pdfs/an-introduction-to-organizational-behavior-v1.1.pdf>
4. <https://www.himpub.com/documents/Chapter1031.pdf>
5. <https://sist.sathvabama.ac.in/sist/coursematerial/uploads/SBAA1306.pdf>
6. <https://www.sscasc.in/wp-content/uploads/downloads/BBM/Organizational-Behaviour.pdf>
7. <https://librarymymgacsgcom.files.wordpress.com/2020/08/au-m.com-organizational-behaviour.pdf>
8. <https://backup.pondiuni.edu.in/storage/dde/ddeugpgbooks/Organisational%20Behaviour.pdf>
9. <https://www.tmv.edu.in/pdf/Distanceeducation/BCA%20Books/BCA%20VI%20SEM/BCA-629%20OB.pdf>
10. <https://ddcutkal.ac.in/Syllabus/MCOM/Organisational Behaviour.pdf>



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Session – 2024 – 2025

SUBJECT: COMMERCE

B.COM - IV YEAR

Paper- Discipline Specific Elective II

FINANCIAL MANAGEMENT

CO. No.	Course Outcomes	Cognitive Level
	After completing of this course; the student will be able to -	
CO1	To develop a basic understanding of, the utility and working system of functional management in the Indian Scenario	U
CO2	To learn and gain a comprehensive understanding of financial management, financial planning, and capitalization.	U
CO3	To acquire knowledge about various concepts of marketing management, marketing mix, advertising management, sales promotion, and modern marketing concepts.	K
CO4	To learn the process of recruitment, selection, and training of employees	EV
CO 5	To learn and develop their skills and knowledge of personnel management, manpower planning, sources of recruitment, selection, training and development, and formulation of effective personnel management methods	EV
CO6	To know about the concept of production management, production planning, and the process of new product development	K

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	4	30	70	100
Total	4	100		

Evaluation Scheme

	Marks	
	Internal	External
Theory	4 Internal Exams of 30 Marks (During the year) (Best 3 will be taken)	1 External Exams (At the End of the year)



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Content of the Course

Theory

No. of Lectures (in hours per week): 6 Hrs. per week

Total No. of Lectures: 60 Hrs.

Maximum Marks: 60

Units	Topics	No. of Lectures
Unit 1	Functional Management: Concept, nature, objectives, functions, and scope of Functional Management. Need, utility, and working system and Present Scenario of functional management in Indian Industries. Strategic Management: Meaning, Need, Importance, Process and Role of C.E.O	15
इकाई 1	कार्यात्मक प्रबंधन: कार्यात्मक प्रबंधन की अवधारणा, प्रकृति, उद्देश्य, कार्य और दायरा। भारतीय उद्योगों में कार्यात्मक प्रबंधन की आवश्यकता, उपयोगिता एवं कार्य प्रणाली एवं वर्तमान परिदृश्य। रणनीतिक प्रबंधन: सी.ई.ओ. का अर्थ, आवश्यकता, महत्व, प्रक्रिया और भूमिका	
Unit 2	Financial Management: Financial Management concept, nature and objectives functions of Financial Manager, Financial Planning, characteristics of a sound financial plan, capitalization, source of capital, fixed capital, and working capital.	15
इकाई 2	वित्तीय प्रबंधन: वित्तीय प्रबंधन की अवधारणा, प्रकृति और उद्देश्य, वित्तीय प्रबंधक के कार्य, वित्तीय नियोजन, एक सुदृढ़ वित्तीय योजना की विशेषताएं, पूंजीकरण, पूंजी का स्रोत, निश्चित पूंजी और कार्यशील पूंजी।	
Unit 3	Marketing Management: Concept nature and scope of marketing management. Functions of marketing management. Marketing Mix. Advertisement Management -meaning objectives functions and scope media of advertising, selection of an advertising media. Sales promotion	10



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इकाई 3	विपणन प्रबंधन: विपणन प्रबंधन की अवधारणा प्रकृति और दायरा। विपणन प्रबंधन के कार्य. विपणन मिश्रण । विज्ञापन प्रबंधन का अर्थ उद्देश्य, कार्य और विज्ञापन का दायरा विज्ञापन मीडिया, मीडिया का चयन। बिक्री संवर्धन अर्थ, महत्व, सीमा और बिक्री संवर्धन के तरीके।	
Unit 4	Personnel Management: Concept, Functions scope and importance. Manpower planning -concept and significance, sources of recruitment of employees, recruitment policy, selection procedure, importance of employees training, methods of training.	10
इकाई 4	कार्मिक प्रबंधन: अवधारणा, कार्य का दायरा और महत्व। जनशक्ति नियोजन - अवधारणा और महत्व, कर्मचारियों की भर्ती के स्रोत, भर्ती नीति, चयन प्रक्रिया, कर्मचारियों के प्रशिक्षण का महत्व, प्रशिक्षण के तरीके।	
Unit 5	Production Management: Concept importance scope and functions, Types of the production system, concept of production planning, objectives, elements and steps, procedure of production control , process of new product development, concept of product diversification, standardization, simplification, and specialization.	10
इकाई 5	उत्पादन प्रबंधन: अवधारणा महत्व कार्यक्षेत्र और कार्य, उत्पादन प्रणाली के प्रकार, उत्पादन योजना की अवधारणा, उद्देश्य, तत्व और चरण ,उत्पादन नियंत्रण की प्रक्रिया, नए उत्पाद विकास की प्रक्रिया, उत्पाद विविधीकरण की अवधारणा, मानकीकरण,	

Text Book:

- Organizational Behavior by Aswathappa. K, Himalaya publication house, Nagpur.
- Organizational Behavior by Stephen P.Robbins, Judge, Publication Pearson



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- Organizational Behavior by V.G. Kundalkar, New Age Publishers
- Organizational Behavior by Amandeep & Rao, Sultan Chand & Sons
- Organizational Behavior by M. N. Mishra, Vikas Publishing House
- Organizational Behavior by Dr. Yogita Gupta, Dr. Veto Dey, Walnut Publication
- Management and Organizational Behavior by Dr. S.C. Saksena, Dr. Gaurav Sankalp, MC Graw Hill

Web links:

1. <https://highereducation.mp.gov.in/?page=PksmdiOxN60x1PVLqTx74w%3D%3D&orgid=109>

2. <https://vou.ac.in/slm/bba/BBA-204-Organizational%20Behavior BBA.pdf>

3. <https://2012books.jardbucket.org/pdfs/an-introduction-to-organizational-behavior-v1.1.pdf>

4. <https://www.himpub.com/documents/Chapter1031.pdf>

5. <https://sist.sathvabama.ac.in/sist/coursematerial/uploads/SBAA1306.pdf>

6. <https://www.sscasc.in/wp-content/uploads/downloads/BBM/Organizational-Behaviour.pdf>

7. <https://librarymymgacsgcom.files.wordpress.com/2020/08/au-m.com-organizational-behaviour.pdf>

8. <https://backup.pondiuni.edu.in/storage/dde/dde%20ug%20pg%20books/Organisational%20Behaviour.pdf>

9. [https://www.tmv.edu.in/pdf/Distance education/BCA%20Books/BCA%20VI%20SEM/B CA-629%20OB.pdf](https://www.tmv.edu.in/pdf/Distance%20education/BCA%20Books/BCA%20VI%20SEM/B%20CA-629%20OB.pdf)

10. [https://ddcutkal.ac.in/Syllabus/MCOM/Organisational Behaviour.pdf](https://ddcutkal.ac.in/Syllabus/MCOM/Organisational%20Behaviour.pdf)



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Session – 2024 – 2025

SUBJECT: COMMERCE

B.com- IV Year

Paper- DSE

Research Methodology

CO. No.	Course Outcomes	Cognitive Level
	After completing of this course; the student will be able to -	
Co1	To understand and select an appropriate research design for their research work	UN
CO 2	To understand the steps (research process) of conducting good research and to understand the concept of Hypothesis	UN
CO 3	To describe the concept and methods of Sampling	AP
CO 4	To identify various methods of collecting Primary and secondary data	AN
Co5	To analyze the collected data through various test and software	AN

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	4	30	70	100
Total	4		100	

Evaluation Scheme

	Marks	
	Internal	External
Theory	4 Internal Exams of 30 Marks (During the year) (Best 3 will be taken)	1 External Exams (At the End of the year)



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Content of the Course

Theory

No. of Lectures (in hours per week): 6 Hrs. per week

Total No. of Lectures: 60 Hrs.

Maximum Marks: 60

Units	Topics	No. of Lectures
I	Introduction to Research Definition, Nature, Scope, and Significance. Types of Research. Characteristics of good research. Qualities of Researcher, Introduction to review of literature.	15
इकाई 1	अनुसंधान की परिभाषा, प्रकृति, कार्यक्षेत्र और महत्व का परिचय। अनुसंधान के प्रकार. एक अच्छे शोध के लक्षण. शोधकर्ता के गुण, साहित्य की समीक्षा का परिचय।	
Unit 2	Research Process, Defining Research Problem, Components of Research Problem. Title Formulation, Hypothesis, Types of Hypothesis Research Design - Exploratory, Descriptive and Experimental Research Designs.	15
इकाई 2	अनुसंधान प्रक्रिया ,अनुसंधान समस्या की परिभाषा , अनुसंधान समस्या के घटक। शीर्षक निर्माण, परिकल्पना, परिकल्पना के प्रकार ,अनुसंधान डिजाइन - खोजपूर्ण, वर्णनात्मक और प्रायोगिक अनुसंधान डिजाइन।	
Unit 3	Sampling Design, Criteria of Selecting a Sampling Procedure, Characteristics of Good Sample Design, Sampling Errors, Sampling Methods	10
इकाई 3	नमूना डिजाइन, नमूना प्रक्रिया चुनने का मानदंड, अच्छे नमूना डिजाइन की विशेषताएं, नमूना त्रुटियाँ, नमूना विधियाँ	



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Unit 4	Measurement and Scaling, Methods of Collection of Primary and Secondary Data. Process of Questionnaire Design; Processing of Data - Editing, Coding, Classification and Tabulation.	10
इकाई 4	मापन और स्केलिंग, प्राथमिक और माध्यमिक डेटा के संग्रह के तरीके। प्रश्नावली डिजाइन की प्रक्रिया; डेटा का प्रसंस्करण - संपादन, कोडिंग, वर्गीकरण और सारणीकरण।	
Unit 5	Analysis and Report Writing - Hypothesis testing, One way and Two way ANOVA; Chi Square Test. Introduction to Non-Parametric Tests.: Report Writing. Essentials, Structure/Layout, Presentation of Result, Ethical Norms in Research, Plagiarism	10
इकाई 5	विश्लेषण और रिपोर्ट लेखन - परिकल्पना परीक्षण, एक तरफ़ा और दो तरफ़ा एनोवा; ची - वर्ग परीक्षण। गैर पैरामीट्रिक परीक्षणों का परिचय: रिपोर्ट लेखन। अनिवार्यताएं, संरचना/लेआउट, परिणाम की प्रस्तुति, अनुसंधान में नैतिक मानदंड, साहित्यिक चोरी।	

Text Book:

- Research methodology by Dr. Priti R. Majhi, Dr. Prafull (Concepts, methods, Techniques & SPSS)- Himalaya publishing house

Reference Book:

- Research Methodology by Panneerselvam R. Prentice Hall Pub
- Essentials of research design & Methodology by Geoffrey R. Marczyk, Wiley Pub.
- Research Methodology by Kumar, Pearson Pub.
- Fundamental of Research Methodology and statistics by Yogesh Singh New AGE Pub.

Web links:

<https://www.eshiksha.mp.gov.in/>

<https://www.drnishikantjha.com/papersCollection/Research%20Methodology%20.pdf>

https://ddceutkal.ac.in/Syllabus/MCOM/Research_Methodology.pdf<https://sde.uoc>



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[.ac.in/sites/default/files/sde_videos/MCM3C13.pdf](https://dhsgsu.edu.in/sites/default/files/sde_videos/MCM3C13.pdf)

<https://dhsgsu.edu.in/images/Reading-Material/Commerce/Econtent/RM-SELF-LEARNING.pdf>
